

October 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

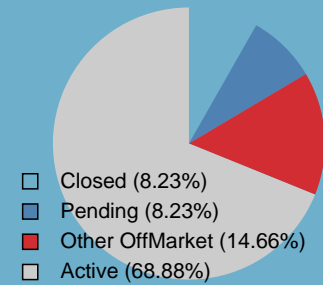


MONTHLY INVENTORY ANALYSIS

Report produced on Nov 12, 2018 for MLS Technology Inc.

Compared Metrics	October		
	2017	2018	+/-%
Closed Listings	47	41	-12.77%
Pending Listings	43	41	-4.65%
New Listings	95	106	11.58%
Average List Price	141,441	199,366	40.95%
Average Sale Price	126,574	187,039	47.77%
Average Percent of List Price to Selling Price	94.87%	93.66%	-1.28%
Average Days on Market to Sale	41.36	64.02	54.79%
End of Month Inventory	361	343	-4.99%
Months Supply of Inventory	9.22	8.52	-7.54%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of October 31, 2018 = **343**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **4.99%** to 343 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **8.52** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **47.77%** in October 2018 to \$187,039 versus the previous year at \$126,574.

Average Days on Market Lengthens

The average number of **64.02** days that homes spent on the market before selling increased by 22.66 days or **54.79%** in October 2018 compared to last year's same month at **41.36** DOM.

Sales Success for October 2018 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 106 New Listings in October 2018, up **11.58%** from last year at 95. Furthermore, there were 41 Closed Listings this month versus last year at 47, a **-12.77%** decrease.

Closed versus Listed trends yielded a **38.7%** ratio, down from previous year's, October 2017, at **49.5%**, a **21.82%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

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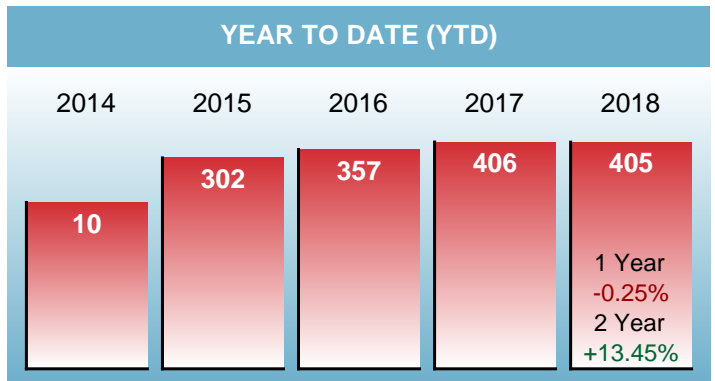
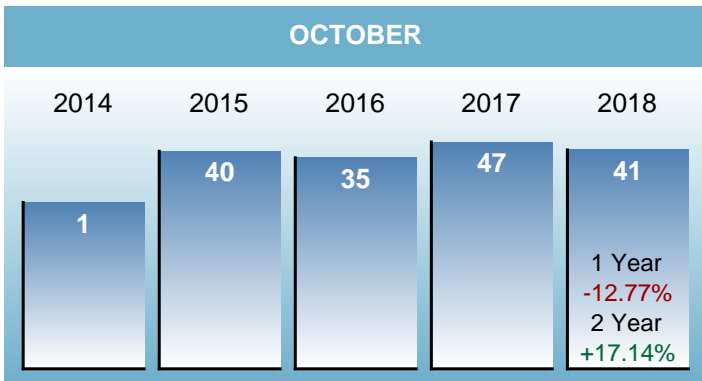
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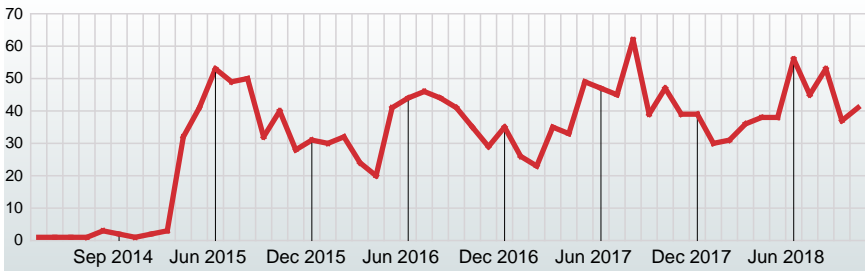


CLOSED LISTINGS

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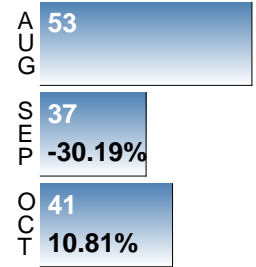


5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 33 **3 MONTHS**

High
Aug 2017 = 62
Low
Oct 2014 = 1
Closed Listings
this month at **41**,
above the 5 yr OCT
average of **33**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	4.88%	31.5	2	0	0	0
\$25,001 - \$50,000	5	12.20%	90.0	3	2	0	0
\$50,001 - \$125,000	6	14.63%	74.7	2	1	2	1
\$125,001 - \$200,000	13	31.71%	67.5	2	7	4	0
\$200,001 - \$225,000	4	9.76%	73.3	0	4	0	0
\$225,001 - \$275,000	4	9.76%	50.0	0	3	1	0
\$275,001 and up	7	17.07%	42.0	1	1	4	1
Total Closed Units	41			10	18	11	2
Total Closed Volume	7,668,600	100%	64.0	1.62M	3.11M	2.36M	585.00K
Average Closed Price	\$187,039			\$161,830	\$172,528	\$214,527	\$292,500

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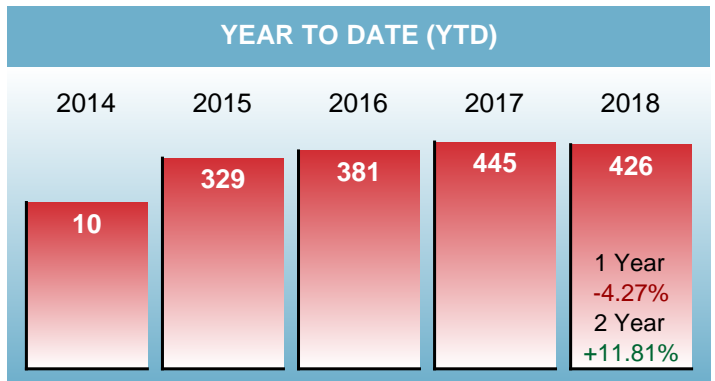
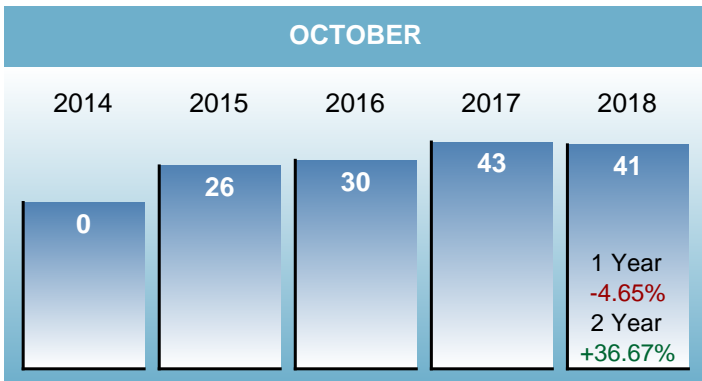
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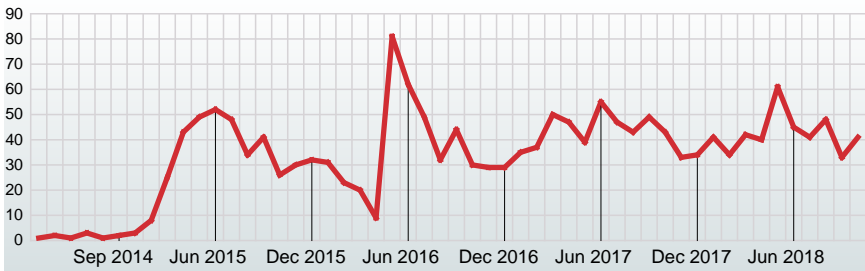


PENDING LISTINGS

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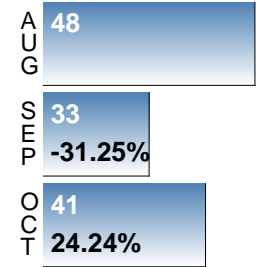


5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 28 **3 MONTHS**

High
May 2016 = 81
Low
Aug 2014 = 1
Pending Listings
this month at **41**,
above the 5 yr OCT
average of **28**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	7.32%	146.0	2	1	0	0
\$25,001 - \$50,000	3	7.32%	55.0	3	0	0	0
\$50,001 - \$75,000	5	12.20%	79.0	1	4	0	0
\$75,001 - \$125,000	13	31.71%	58.1	2	10	1	0
\$125,001 - \$175,000	6	14.63%	65.7	1	4	1	0
\$175,001 - \$225,000	5	12.20%	84.8	0	5	0	0
\$225,001 and up	6	14.63%	31.8	0	3	3	0
Total Pending Units	41			9	27	5	0
Total Pending Volume	5,454,500	100%	75.0	575.20K	3.66M	1.22M	0.00B
Average Listing Price	\$206,863			\$63,911	\$135,556	\$243,860	\$0

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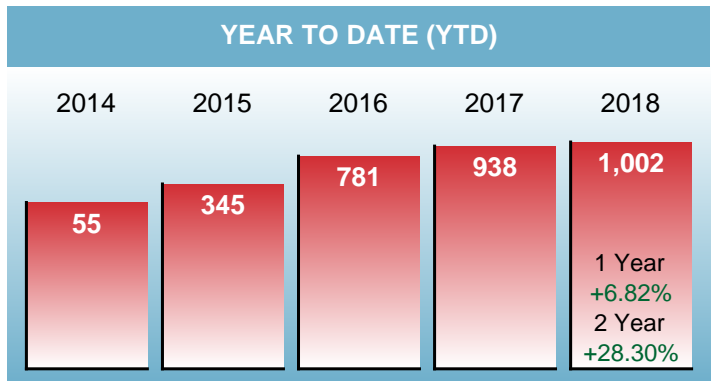
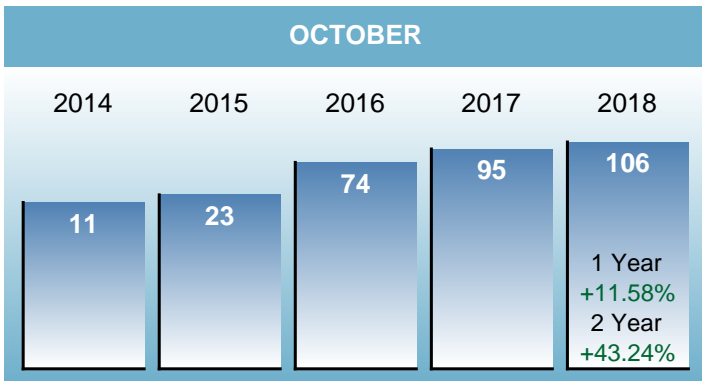
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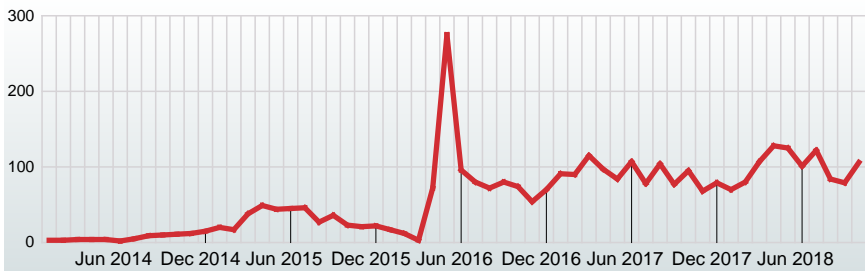


NEW LISTINGS

Report produced on Nov 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 62 3 MONTHS

High	May 2016 = 275
Low	Jun 2014 = 2
New Listings this month at 106 , above the 5 yr OCT average of 62	
AUG	84
SEP	79 -5.95%
OCT	106 34.18%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	6.60%	5	2	0	0
\$25,001 - \$50,000	13	12.26%	11	2	0	0
\$50,001 - \$75,000	13	12.26%	5	8	0	0
\$75,001 - \$125,000	25	23.58%	6	15	3	1
\$125,001 - \$200,000	19	17.92%	7	8	4	0
\$200,001 - \$275,000	13	12.26%	1	5	6	1
\$275,001 and up	16	15.09%	5	3	4	4
Total New Listed Units	106		40	43	17	6
Total New Listed Volume	19,042,385		6.73M	5.74M	3.82M	2.76M
Average New Listed Listing Price	\$230,000		\$168,198	\$133,558	\$224,441	\$459,333

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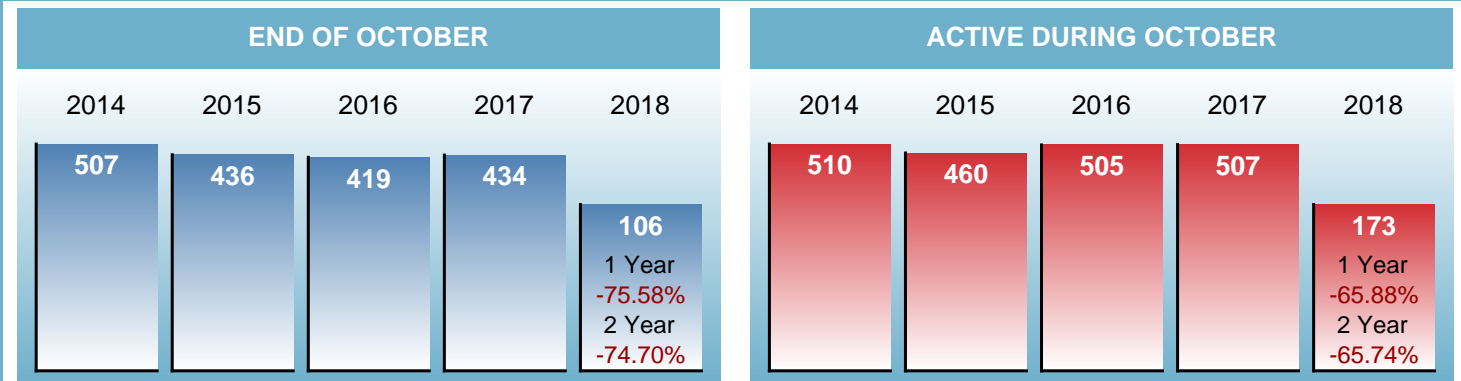
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ACTIVE INVENTORY

Report produced on Nov 12, 2018 for MLS Technology Inc.



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	15	4.37%	106.0	14	1	0	0
\$25,001 - \$50,000	51	14.87%	95.4	39	12	0	0
\$50,001 - \$75,000	40	11.66%	87.1	22	18	0	0
\$75,001 - \$150,000	93	27.11%	68.4	19	57	14	3
\$150,001 - \$200,000	53	15.45%	109.5	14	24	14	1
\$200,001 - \$325,000	52	15.16%	69.1	4	24	18	6
\$325,001 and up	39	11.37%	98.7	15	6	13	5
Total Active Inventory by Units	343			127	142	59	15
Total Active Inventory by Volume	64,425,643	100%	86.1	19.53M	24.52M	15.11M	5.27M
Average Active Inventory Listing Price	\$187,830			\$153,765	\$172,663	\$256,154	\$351,087

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

October 2018

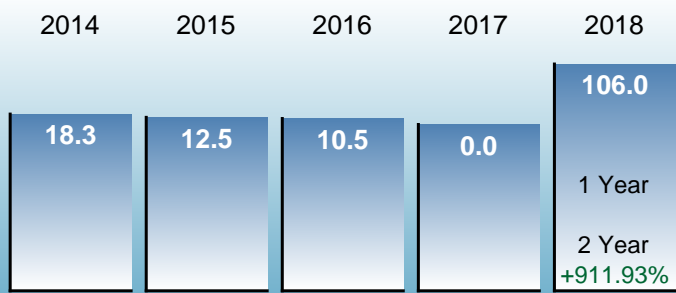
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR OCTOBER



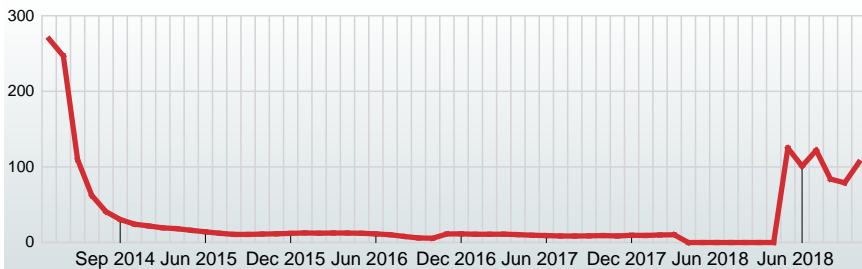
INDICATORS FOR OCTOBER 2018

Inventory	Closed	Absorption	MSI	MSI %
0	0	0	0.0	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 29.5

3 MONTHS



High
Apr 2014 = 269.1
Low
Oct 2018 = 0.0
Months Supply
this month at **106.0**,
above the 5 yr OCT
average of **29.5**

AUG	0.0
SEP	0.0 0.00%
OCT	0.0 0.00%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	26	7.58%	6.5	8.6	1.0	0.0	0.0
\$30,001 - \$60,000	55	16.03%	10.2	13.1	8.3	0.0	0.0
\$60,001 - \$80,000	35	10.20%	8.4	10.3	7.8	2.0	0.0
\$80,001 - \$170,000	98	28.57%	6.1	7.2	5.0	10.3	12.0
\$170,001 - \$220,000	51	14.87%	9.9	40.0	8.0	9.0	12.0
\$220,001 - \$340,000	43	12.54%	9.6	20.0	6.4	9.3	72.0
\$340,001 and up	35	10.20%	42.0	78.0	72.0	26.4	30.0
Market Supply of Inventory (MSI)	8.5			11.6	6.3	9.4	30.0
Total Active Inventory by Units	343	100%	8.5	127	142	59	15

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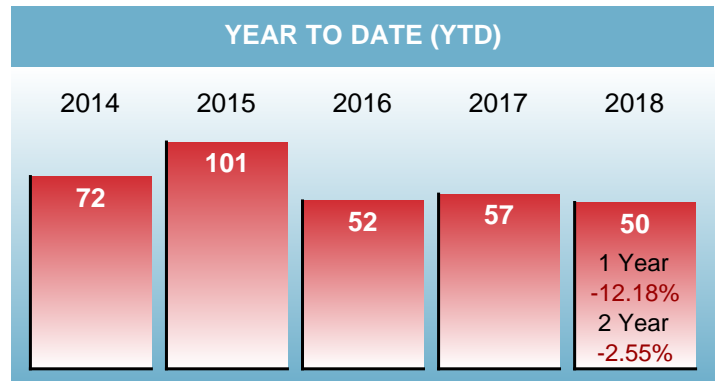
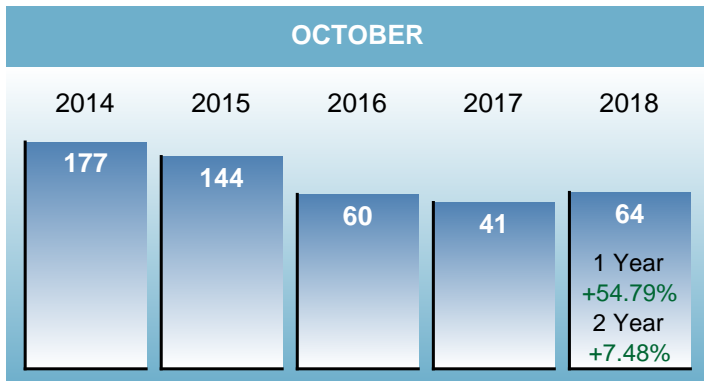
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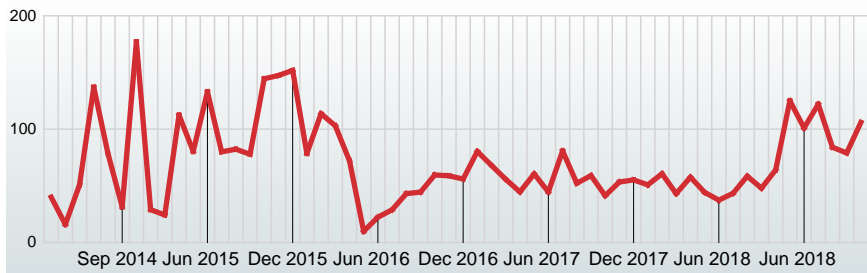
AVERAGE DAYS ON MARKET TO SALE

Report produced on Nov 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 97 3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 10
Average Days on Market
this month at **64**,
below the 5 yr OCT
average of **97**

AUG	58
SEP	48
-18.03%	
OCT	64
33.53%	

AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	4.88%	31.5	31.5	0.0	0.0	0.0
\$25,001 - \$50,000	5	12.20%	90.0	113.3	55.0	0.0	0.0
\$50,001 - \$125,000	6	14.63%	74.7	116.0	21.0	29.0	137.0
\$125,001 - \$200,000	13	31.71%	67.5	92.0	57.0	73.5	0.0
\$200,001 - \$225,000	4	9.76%	73.3	0.0	73.3	0.0	0.0
\$225,001 - \$275,000	4	9.76%	50.0	0.0	62.0	14.0	0.0
\$275,001 and up	7	17.07%	42.0	66.0	13.0	53.0	3.0
Average Closed DOM	64.0			88.5	56.8	52.5	70.0
Total Closed Units	41	100%	64.0	10	18	11	2
Total Closed Volume	7,668,600			1.62M	3.11M	2.36M	585.00K

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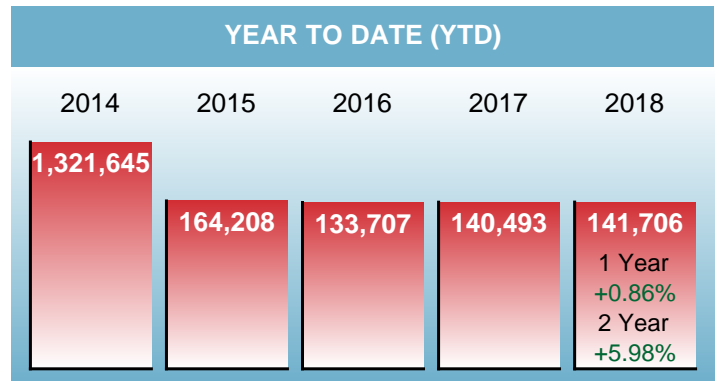
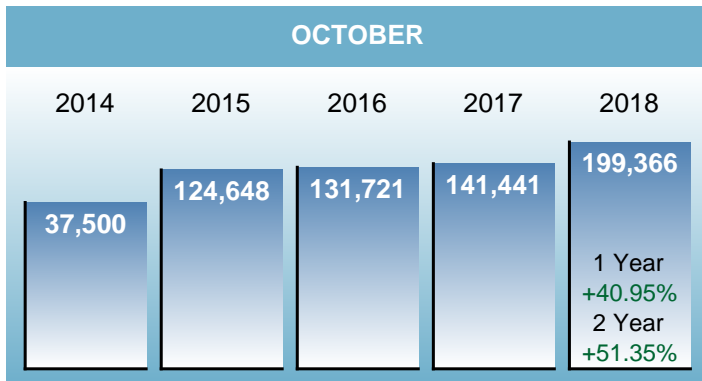
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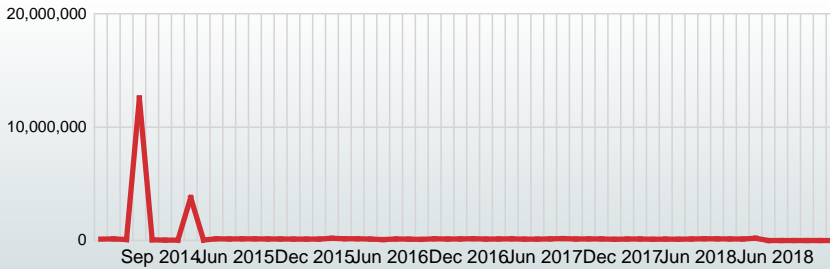
AVERAGE LIST PRICE AT CLOSING

Report produced on Nov 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 126,935 **3 MONTHS**



High
Jul 2014 = 12,565,000
Low
Sep 2018 = 79
Average List Price
this month at **199,366**,
above the 5 yr OCT
average of **126,935**

AUG	139,864
SEP	135,086
SEP	-3.42%
OCT	199,366
OCT	47.58%

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.44%	15,000	27,000	0	0	0
\$25,001 - \$50,000	6	14.63%	43,750	48,000	39,750	0	0
\$50,001 - \$125,000	6	14.63%	80,483	72,500	50,500	83,700	120,000
\$125,001 - \$200,000	10	24.39%	160,500	161,500	168,886	185,950	0
\$200,001 - \$225,000	4	9.76%	213,500	0	226,000	0	0
\$225,001 - \$275,000	8	19.51%	236,625	0	239,667	250,000	0
\$275,001 and up	6	14.63%	510,267	1,307,900	299,000	296,200	499,900
Average List Price			199,366	197,390	179,678	213,273	309,950
Total Closed Units		100%	199,366	10	18	11	2
Total Closed Volume			8,174,000	1.97M	3.23M	2.35M	619.90K

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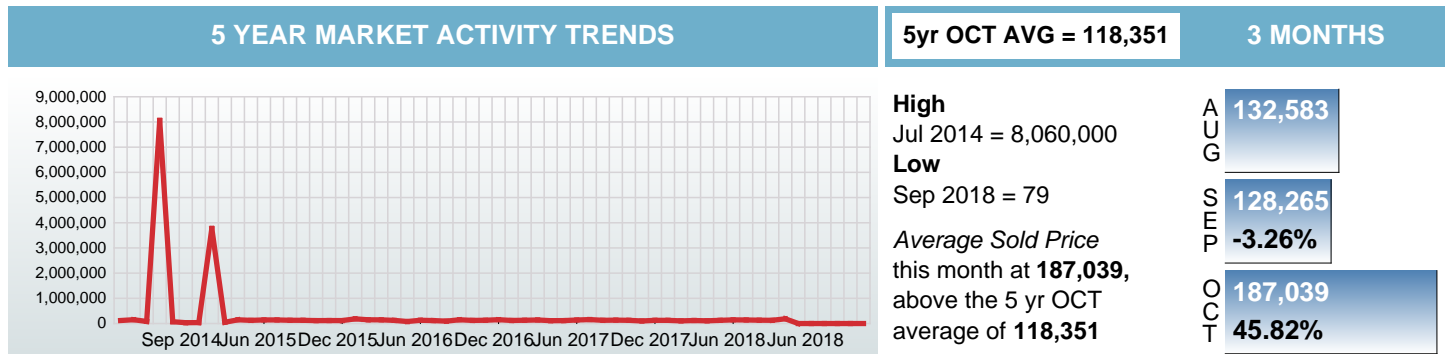
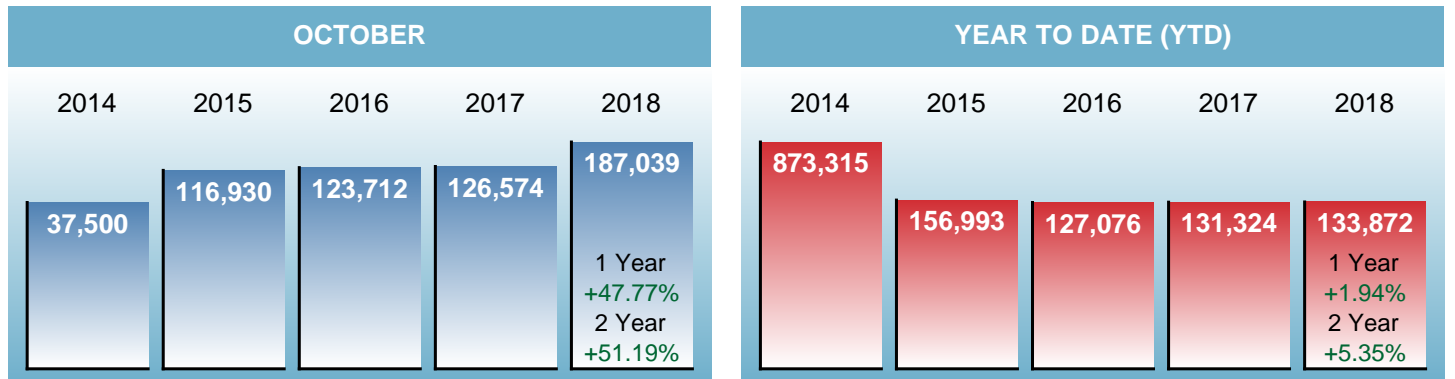
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AVERAGE SOLD PRICE AT CLOSING

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AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	4.88%	17,500	17,500	0	0	0
\$25,001 - \$50,000	5	12.20%	39,400	40,000	38,500	0	0
\$50,001 - \$125,000	6	14.63%	72,750	64,500	50,500	78,500	100,000
\$125,001 - \$200,000	13	31.71%	164,023	148,500	162,786	173,950	0
\$200,001 - \$225,000	4	9.76%	213,750	0	213,750	0	0
\$225,001 - \$275,000	4	9.76%	238,375	0	234,500	250,000	0
\$275,001 and up	7	17.07%	437,043	1,037,300	280,000	314,250	485,000
Average Sold Price			187,039	161,830	172,528	214,527	292,500
Total Closed Units		100%	187,039	10	18	11	2
Total Closed Volume			7,668,600	1.62M	3.11M	2.36M	585.00K

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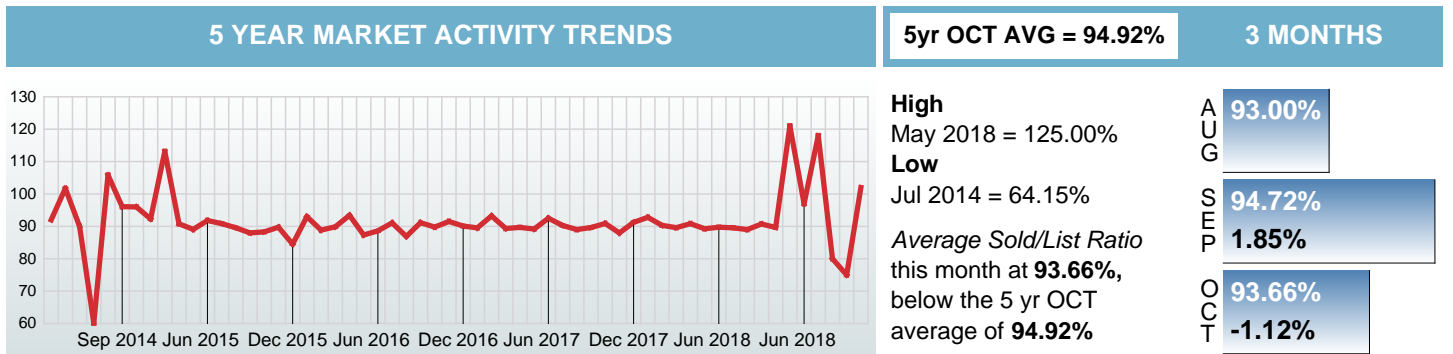
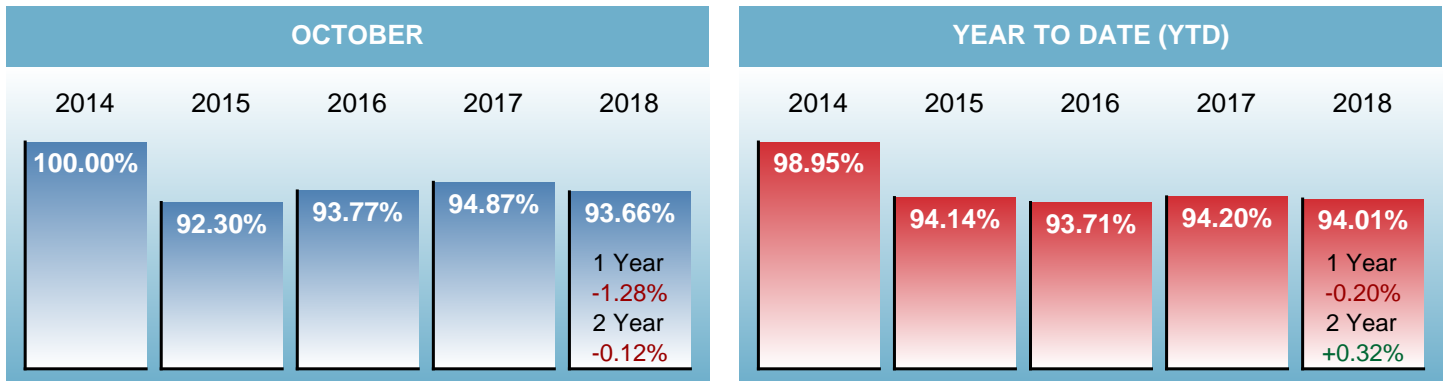
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	4.88%	65.38%	65.38%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	5	12.20%	88.86%	83.29%	97.22%	0.00%	0.00%
\$50,001 - \$125,000	6	14.63%	91.48%	88.86%	100.00%	93.90%	83.33%
\$125,001 - \$200,000	13	31.71%	95.33%	91.80%	96.97%	94.24%	0.00%
\$200,001 - \$225,000	4	9.76%	94.64%	0.00%	94.64%	0.00%	0.00%
\$225,001 - \$275,000	4	9.76%	98.40%	0.00%	97.86%	100.00%	0.00%
\$275,001 and up	7	17.07%	100.67%	79.31%	93.65%	108.67%	97.02%
Average Sold/List Ratio		93.70%		82.13%	96.61%	99.95%	90.18%
Total Closed Units		41	100%	10	18	11	2
Total Closed Volume		7,668,600		1.62M	3.11M	2.36M	585.00K

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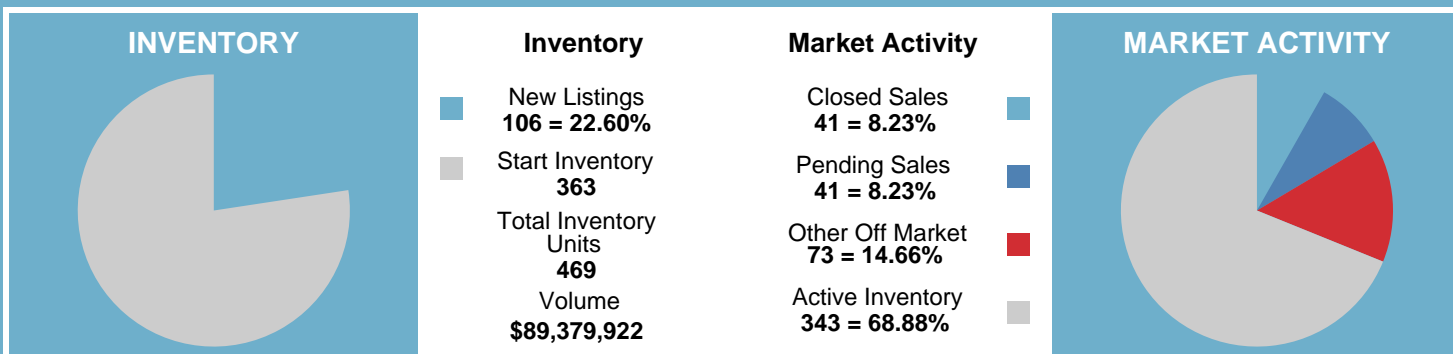
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MARKET SUMMARY

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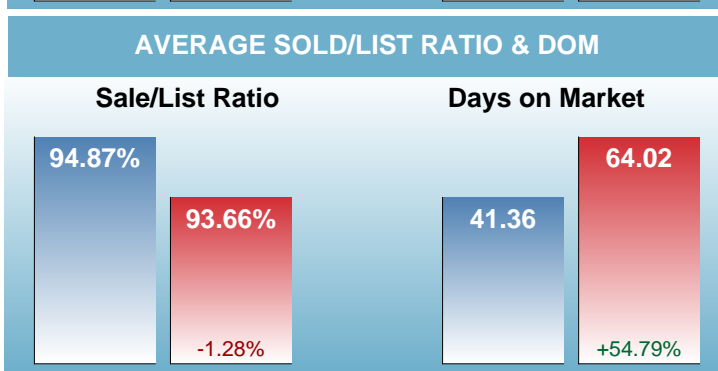
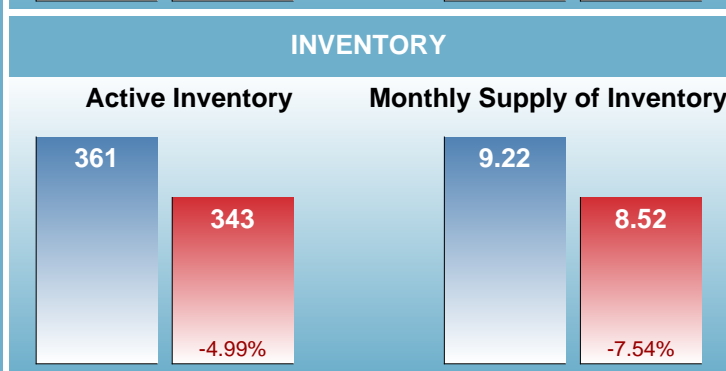
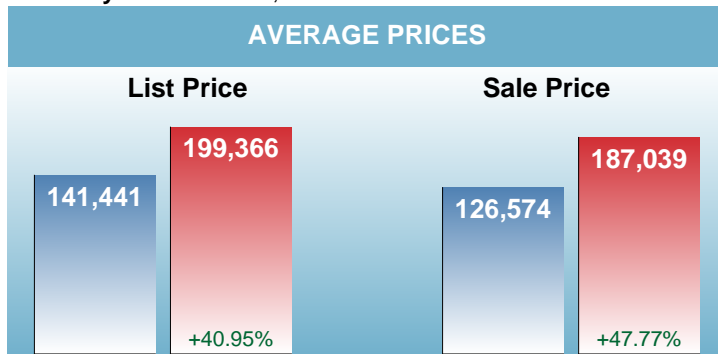
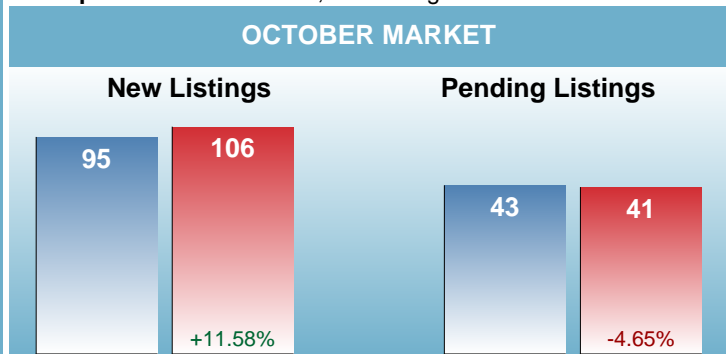


Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	47	41	-12.77%	406	405	-0.25%
Pending Sales	43	41	-4.65%	445	426	-4.27%
New Listings	95	106	11.58%	938	1,002	6.82%
Average List Price	141,441	199,366	40.95%	140,493	141,706	0.86%
Average Sale Price	126,574	187,039	47.77%	131,324	133,872	1.94%
Average Percent of Selling Price to List Price	94.87%	93.66%	-1.28%	94.20%	94.01%	-0.20%
Average Days on Market to Sale	41.36	64.02	54.79%	57.30	50.32	-12.18%
Monthly Inventory	361	343	-4.99%	361	343	-4.99%
Months Supply of Inventory	9.22	8.52	-7.54%	9.22	8.52	-7.54%

Absorption: Last 12 months, an Average of **40** Sales/Month

Inventory on October 31, 2018 = **343**

2017 **2018**



Ready to Buy or Sell Real Estate?

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